

# Illinois Department of Commerce and Economic Opportunity

## IEN Report for November

	November	CY10	FY11	HISTORICAL TO DATE	TOTALS 09-TO DATE
<b>Total SBDC Network Customers Served</b>	4,039	33,587	15,140	733,733	66,626
<b>SBDC Customers Served (all activities)</b>					
Total SBDC Clients Counseled:	1,323	9,612	4,639	304,346	20,924
Total SBDC Counseling Hours:	4,498	56,119	20,428	1,194,181	121,035
Average Hours Per Case:	3.40	5.84	4.40	3.92	5.78
SBDC Training Attendees:	1,855	16,910	7,451	336,697	31,313
Minority Clients Counseled: (all sessions)	337	2,562	1,209	51,491	5,725
Minority Training Attendees:	102	2,934	894	59,828	5,702
Women Clients Counseled: (all sessions)	425	3,167	1,493	87,810	6,896
Women Training Attendees:	254	5,068	1,717	130,018	9,742
<b>Procurement Technical Assistance Centers</b>					
PTAC Clients Counseled	331	2,080	1,220	16,741	4,256
Initial PTAC Counseling Sessions	44	652	294	19,977	1,631
All PTAC Counseling Sessions	514	6,904	3,163	61,160	14,752
Total PTAC Counseling Hours:	743	10,242	5,060	83,965	20,750
Average Hours Per Case:	2.24	4.92	4.15	5.02	4.83
Total PTAC Clients Trained:	435	4,051	1,325	47,360	7,663
Minority Businesses Counseled: (all sessic	190	2,430	1,015	39,398	4,945
Women Businesses Counseled: (all sessic	170	2,218	1,085	42,981	4,828
<b>Economic Impact of Assistance Provided:</b>					
SBDC Jobs Created:	209	2,447	1,009	74,239	5,816
SBDC Jobs Retained:	146	4,466	1,209	96,883	10,766
SBDC Total Loans Secured:	18	325	121	9,458	752
SBDC Loan Dollars Assisted: \$	\$3,446,202	\$56,499,034	\$17,412,932	\$1,718,666,262	\$225,707,361
SBDC Total Non Debt Financing:	24	637	167	5,580	1,486
SBDC Non Debt Financing: \$	\$1,260,018	\$52,171,846	\$9,755,491	\$469,085,261	\$107,059,209
SBDC New Business Starts:	16	293	93	10,601	654
SBDC Existing Business Expansions:	5	172	51	4,337	403
PTAC Jobs Created:	422	2,844	1,711	14,492	3,552
PTAC Jobs Retained:	246	5,575	3,008	44,510	10,188
PTAC Contracts Assisted:	126	2,273	886	53,402	4,725
PTAC Contract \$ Assisted:	\$67,328,144	\$1,266,597,550	\$760,609,195	\$9,714,493,611	\$3,261,080,464
ITC Sales Assisted: \$	\$1,713,000	\$209,205,257	\$46,452,700	\$1,551,231,641	\$440,594,177
NOC Sales Assisted: \$	\$0	\$17,565,904	\$50,000	\$448,790,804	\$85,941,904
<b>First Stop:</b>					
Start up Kits:	0	0	0	75,957	0
Regulatory / Assistance Information:	621	7,727	3,256	208,845	17,907
<b>Office of Regulatory Assistance:</b>					
Draft Regulations Reviewed:	34	364	194	9,946	697
Draft Regulations Commented On:	24	121	53	1,507	208
<b>Environmental Assistance Program:</b>					
Total Businesses Assisted:	284	1,910	945	126,052	3,511
Total Helpline Calls Received:	117	915	355	13,256	1,813

# Illinois Department of Commerce and Economic Opportunity

## IEN Report for November

### Breakdown of Funding Sources

	November	CY10	FY11	HISTORICAL TOTALS TO DATE	TOTALS 09-TO DATE
<b>International Trade Center Clients Served:</b>					
Total ITC Clients Counseled:	112	622	309	11,026	1,344
Total ITC Counseling Hours:	485	4,842	1,811	62,997	10,532
Average Hours Per Case	4.33	7.78	5.86	5.71	7.84
ITC Clients Trained:	105	1,185	473	13,156	1,293
Minority Clients Counseled: (all sessions)	13	69	38	687	133
Women Clients Counseled: (all sessions)	17	101	48	907	202
ITC Jobs Created	0	53	21	1,293	170
ITC Jobs Retained	0	358	63	3,964	1,154
<b>Nafta Opportunity Trade Center Clients Served:</b>					
Total NOC Clients Counseled:	16	127	74	3,659	268
Total NOC Counseling Hours:	122	1,787	540	26,236	3,996
Average Hours Per Case	7.63	14.07	7.30	7.17	14.91
NOC Clients Trained:	0	109	59	5,178	333
Minority Clients Counseled: (all sessions)	2	9	4	149	14
Women Clients Counseled: (all sessions)	3	22	14	363	38
NOC Jobs Created	0	8	0	671	54
NOC Jobs Retained	0	36	0	2,423	346
<b>SBDC Day Care Center Clients Served:</b>					
Total Day Care Clients Counseled	2	85	7	620	137
Total Day Care Counseling Hours	5	163	19	1,871	335
Average Hours Per Case	2.50	1.92	2.71	3.02	2.45
Day Care Clients Trained	0	929	0	6,576	1,149
Minority Clients Counseled (all sessions)	1	653	6	344	679
Women Clients Counseled (all sessions)	2	745	6	533	794
<b>Entrepreneurship Center Clients Served</b>					
EC Clients Assisted	51	282	211	8,612	839
EC Clients # of Challenge Grants	0	28	10	843	126
EC Clients \$ Value of Challenge Grants	\$0	\$154,125	\$63,375	\$5,126,898	1,047,814
EC Clients Capital Leveraged	\$2,241,230	\$43,532,803	\$35,163,778	\$469,110,191	115,935,822
EC Clients Jobs Created	0	339	290	8,525	1,811
EC Clients Jobs Retained	2	1,089	714	14,184	4,941
<b>DAR Client Served</b>					
Total DAR Clients Counseled	29	175	89	194	194
Total DAR Counseling Hours	17	506	175	547	547
Average Hours Per Case	0.59	2.89	1.97	5.05	2.82
Total DAR Client Trained	113	785	222	919	919
Minority Clients Counseled	5	49	31	69	52
Women Clients Counseled	8	66	9	54	71
DAR Jobs Created	0	0	0	0	0
DAR Jobs Retained	0	0	0	0	0